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Question 1

Question Type: MultipleChoice

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval.

How can the admin meet this requirement?

Options:

A- Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.

B- Using Advanced Approvals, place the Preview Approval button on the Quote page layout.

C- Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.

D- Using Native Approvals, build a custom button to display the approval matrix to users.

Answer:

B

Question 2

Question Type: MultipleChoice

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

How should the admin meet this requirement?

Options:

A- Set the Product's Default Pricing Table to Standard.

B- Create a Quote formula field named StartSegmented__c that returns 0.

C- Set the Display Order of the Desegment Line action to 1,

D- Set the Price Dimension's Type to One-Time.

Answer:

D

Question 3

Question Type: MultipleChoice

When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.

If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

Options:

A- Set the Unit Price field on the processor Product Option to a value of 180.

B- Set the Discount % field on the processor Product Option to 10%.

C- Set the Bundled checkbox to True.

D- Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.

Answer:

C

Question 4

Question Type: MultipleChoice

Universal Containers (UC) uses USD. GBP, and EUR and has Multi-Currency enabled.

UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.

UC products have one set of EUR and GBP prices for European customers.

What is the most effective way to set up UC's Price Books'

Options:

A- Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific -USD, Europe - EUR, Europe - GBP).

B- Create three Price Books, one for each region (America, Asia Pacific, Europe).

C- Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia Pacific.

D- Create three Price Books, one for each currency (USD, EUR, GBP).

Answer:

C

Question 5

Question Type: MultipleChoice

Which two events occur immediately after finishing product selection and before the user clicks the Save or Calculate buttons in the Quote Line Editor?

Choose 2 answers

Options:

A- Executes Price Rules where the value in the Event field is After Calculate.

B- Loads related records, such as products and options.

C- Syncs Opportunity Products from the added Quote Line.

D- Executes Price Rules where the value in the Evaluation Scope field is Configurator.

Answer:

A, C

Question 6

Question Type: MultipleChoice

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product

Options:

A- the item the customer purchased previously'

A- Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.

B- Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.

C- Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.

D- Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.

Answer:

A, A

Question 7

Question Type: MultipleChoice

On which two objects can an admin assign a Configuration Field Set to change the columns that are visible during configuration?

Choose 2 answers

Options:

A- Products

B- Option Constraints

C- Product Options

D- Product Features

Answer:

C, D

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